

Message Text

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PAGE 01 BERLIN 05796 301848Z

43

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 PA-02 PRS-01 USIA-15 /038 W

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P R 301316Z APR 76

FM AMEMBASSY BERLIN

TO USDOC WASHDC PRIORITY

INFO SECSTATE WASHDC 2517

AMEMBASSY BUCHAREST

AMEMBASSY BUDAPEST

AMEMBASSY WARSAW

USMISSION USBERLIN UNN

UNCLAS BERLIN 5796

USDOC FOR BEWT/TPD

E.O.11652: N/A

TAGS: BEXP, PL

SUBJECT: TECHNICAL SALES SEMINAR (TSS) - PHARMACEUTICAL PRODUCTION
EQUIPMENT.

REF: (A) BERLIN 5755, (B) USDOC 6767

1. A CONVERSATION AT THE FOREIGN TRADE ORGANIZATION INTERMED
EXPORT-IMPORT ON APRIL 28 SUGGESTS TO US THAT THE PHARMA-
CEUTICAL PRODUCTION EQUIPMENT THEME HAS SIGNIFICANT POTENTIAL
IN THE GDR TO THE EXTENT THAT WE ARE ABLE TO SHOW THE EAST
GERMANS TECHNOLOGY AND METHODS BETTER THAN WHAT THEY ARE NOW
GETTING FROM THEIR TRADITIONAL SOURCES OF SUPPLY IN ITALY,
DENMARK AND THE FEDEARL REPUBLIC.

2. WE LEARNED THAT THE GDR IS PLANNING TO CONSTRUCT A
FACILITY FOR THE PRODUCTION OF PHARMACEUTICALS ON THE
BASIS OF A .S. (DIAMOND SHAMROCK), LICENSE WHICH THE GDR
PLANS TO PACKAGE IN ONE-TIME DISPOSABLE SYRINGES. EQUIP-
MENT AND TECHNOLOGY FOR THE PRODUCTION OF STERILE PRE-
FILLED DISPOSABLE SYRINGES IS THEREFORE OF GREAT CURRENT
INTEREST.

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3. THE FOLLOWING ARE OTHER AREAS IN WHICH INTERMED EX-

PRESSED PARTICULAR INTEREST.

- A. PRODUCTION OF CAPSULES WITH DELAYED AND CONTROLLED RATES OF ABSORPTION IN THE ORGANISM;
- B. HIGH SPEED PRODUCTION OF STERILE AMPULES, INCLUDING PROBLEMS OF PRODUCTION SPACE STERILIZATION;
- C. AEROSOLIZATION OF PHARMACEUTICALS AND DOSAGE MEASUREMENT AND CONTROL IN AEROSOLIZED PHARMACEUTICALS;
- D. TEST METHODS WHICH ACCELERATE AND IMPROVE DETECTION OF CARCINOGENIC PROPERTIES IN PHARMACEUTICALS; ALSO TESTING FOR GENETIC DAMAGE FROM PHARMACEUTICALS(SUCH METHODS TO INCLUDE ACCELERATION OF AGING, ETC.);
- E. CONTINUOUS PRODUCTION AND PACKAGING OF STERILE SOLUTIONS FOR TRANSFUSION AND INFUSION;
- F. NEW TECHNOLOGY FOR MEASUREMENT AND MIXING OF MICROQUANTITIES IN LIQUID AND SOLID SUSPENSIONS.

4. THE LEIPZIG FALL FAIR ENDS SEPTEMBER 12. THE MEDICAL AND PHARMACEUTICAL INDUSTRY HERE WILL BE HEAVILY ENGAGED AT THE FAIR; AND IT IS IMPORTANT TO THE SUCCESS OF A TSS HERE THAT IT FOLLOW THE FAIR BY A DECENT INTERVAL. WE APPRECIATE THAT THERE ARE STRONG INTERNAL USG REASONS FOR HOLDING TSS IN SEPTEMBER, BUT IT SHOULD BE TAKEN INTO ACCOUNT THAT SEPTEMBER SCHEDULING WILL COMPLICATED THE WORK OF PREPARATION AND REDUCE TSS EFFECTIVENESS.COOPER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 30 APR 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976BERLIN05796
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760165-0519
From: BERLIN
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t1976045/aaaaaden.tel
Line Count: 87
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 76 BERLIN 5755
Review Action: RELEASED, APPROVED
Review Authority: coburnhl
Review Comment: n/a
Review Content Flags:
Review Date: 27 SEP 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <27 SEP 2004 by cookms>; APPROVED <15 NOV 2004 by coburnhl>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: TECHNICAL SALES SEMINAR (TSS) - PHARMACEUTICAL PRODUCTION EQUIPMENT.
TAGS: BEXP, PL
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006